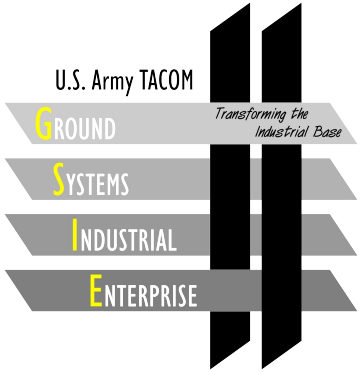
TACOM

Lethality, Survivability, Mobility and Sustainment for America's Army

Leadership
Teaming
Communication
Employee Support
Strategic Thinking
Organizational Clima

Ground Systems Industrial Enterprise

Business Opportunities

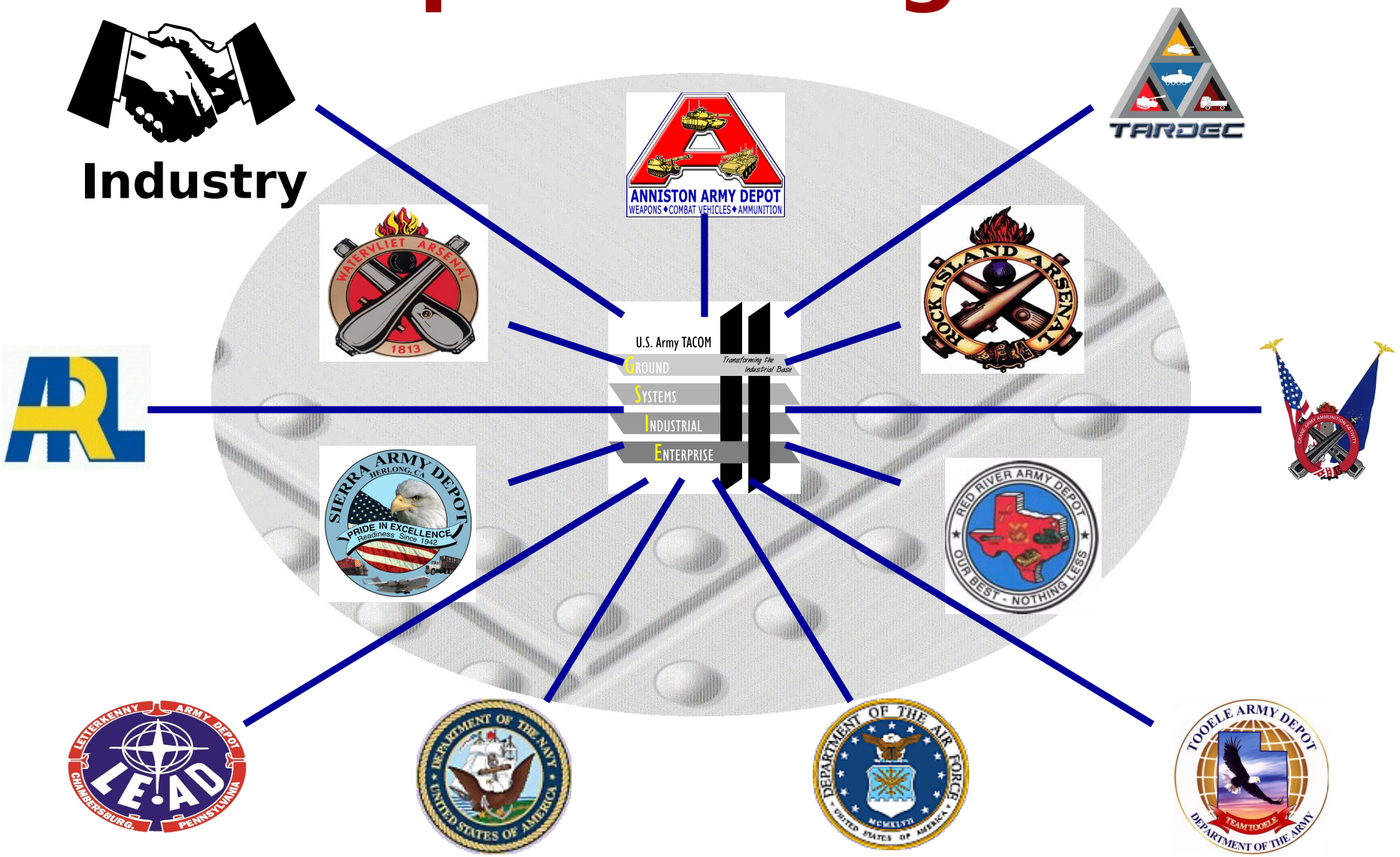


Frederick L. Smith
Ground Systems Industrial Enterprise

Transforming the Industrial Base

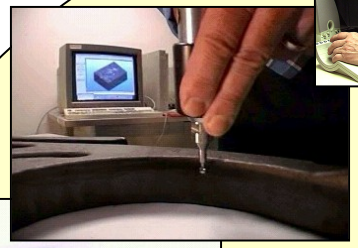
Tank-automotive & Armaments COMmand

Enterprise Integration

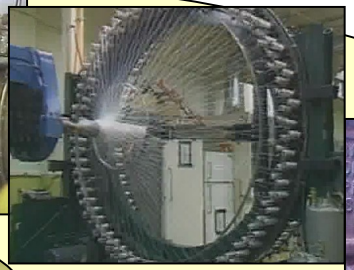


Full Spectrum Capabilities

Engineering & Prototyping



Manufacturing



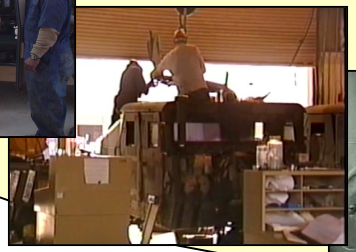
Quality Management System

Lean Six Sigma

Effectiveness and Efficiency

Voice of the Customer

Legislative and financial reform

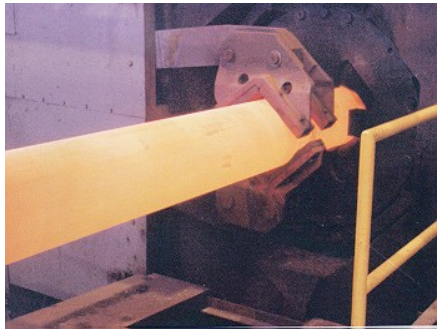


Field Services

Maintenance& Overhaul

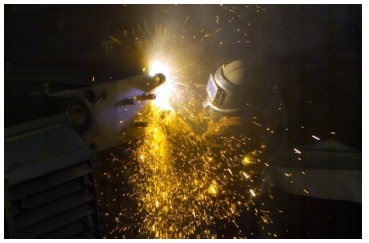
Enterprise Capabilities

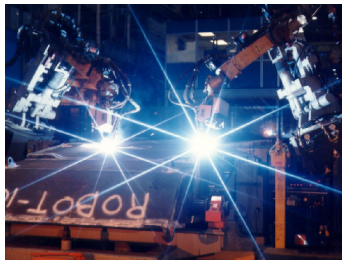
- **Engineering and prototyping**
  - Product design and development
  - Material testing
  - Manufacturing support
- **Manufacturing**
  - Precision machining
  - Fabrication/assembly
  - Casting/forging
  - Heat treatment/plating/finishes
  - Tool, die, and gage
- **Maintenance and overhaul**
  - Systems/subsystems support
  - Optics/electronics
  - Unique processes
  - Testing
- **Field services**
  - Forward repair facilities/teams
  - Spare/repair parts
  - Receipt, storage, and issue of equipment



Enterprise Resources

- 8,800 employees
  - 350 engineers
  - 350 welders
  - 500 machinists
- 32 million square feet of floor space
- 4,300 pieces of industrial plant equipment
- 500 computer numeric controlled machine tools
- 36,000 acres of high desert storage
- 7,100 foot runway

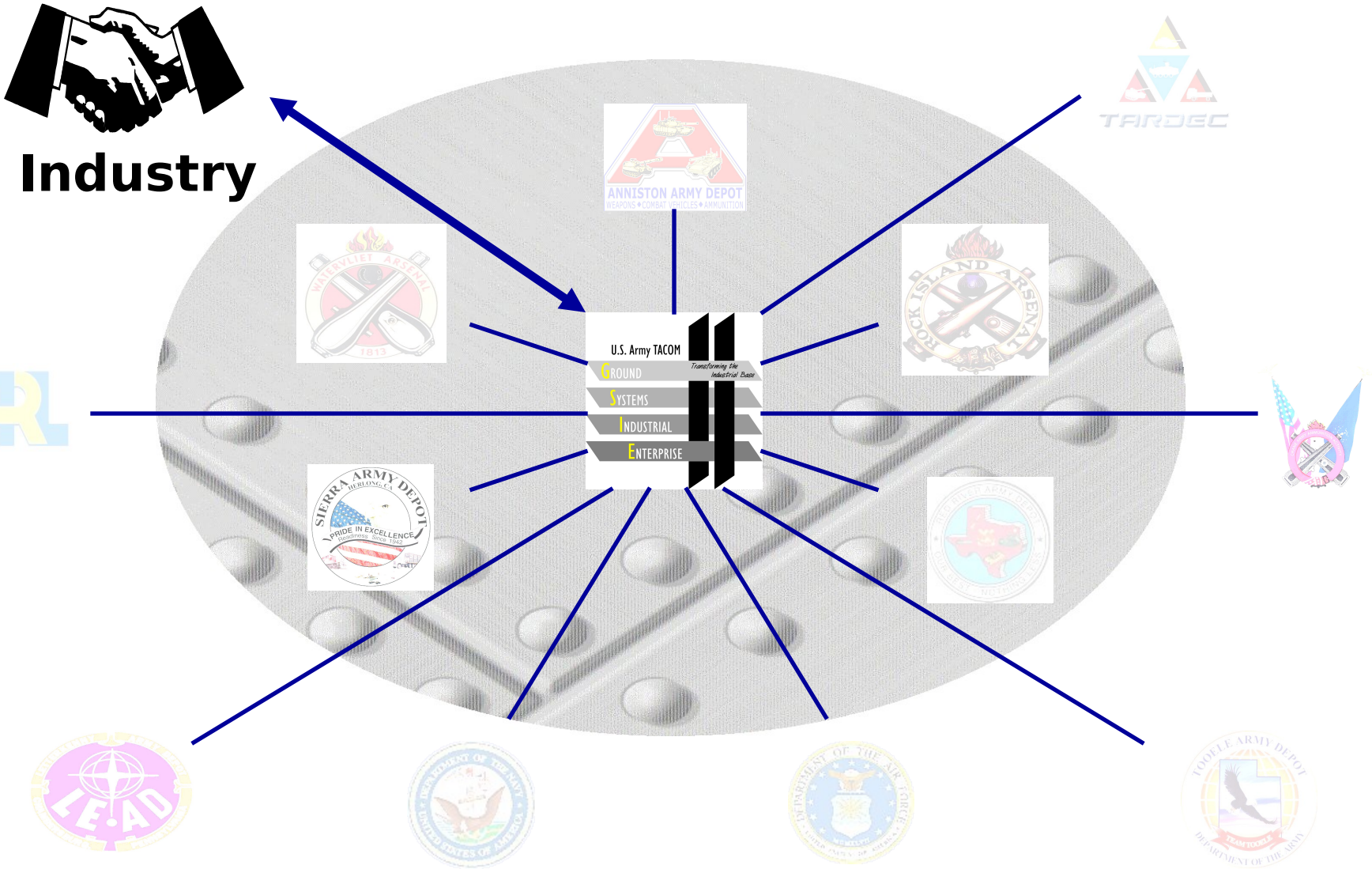




Enterprise Integration

- **Serves as single point of entry for Enterprise**
- **Will match capabilities to allow a requirements single contract mechanism**
- **Coordinate and manage production at multiple sites**
- **Serves as single point of contact for installation production issues**
- **Can deploy industrial skills at a moment's notice**
- **Maximizes flexibility for changing requirements**
- **Capitalizes on existing Public-Private Partnerships arrangements**

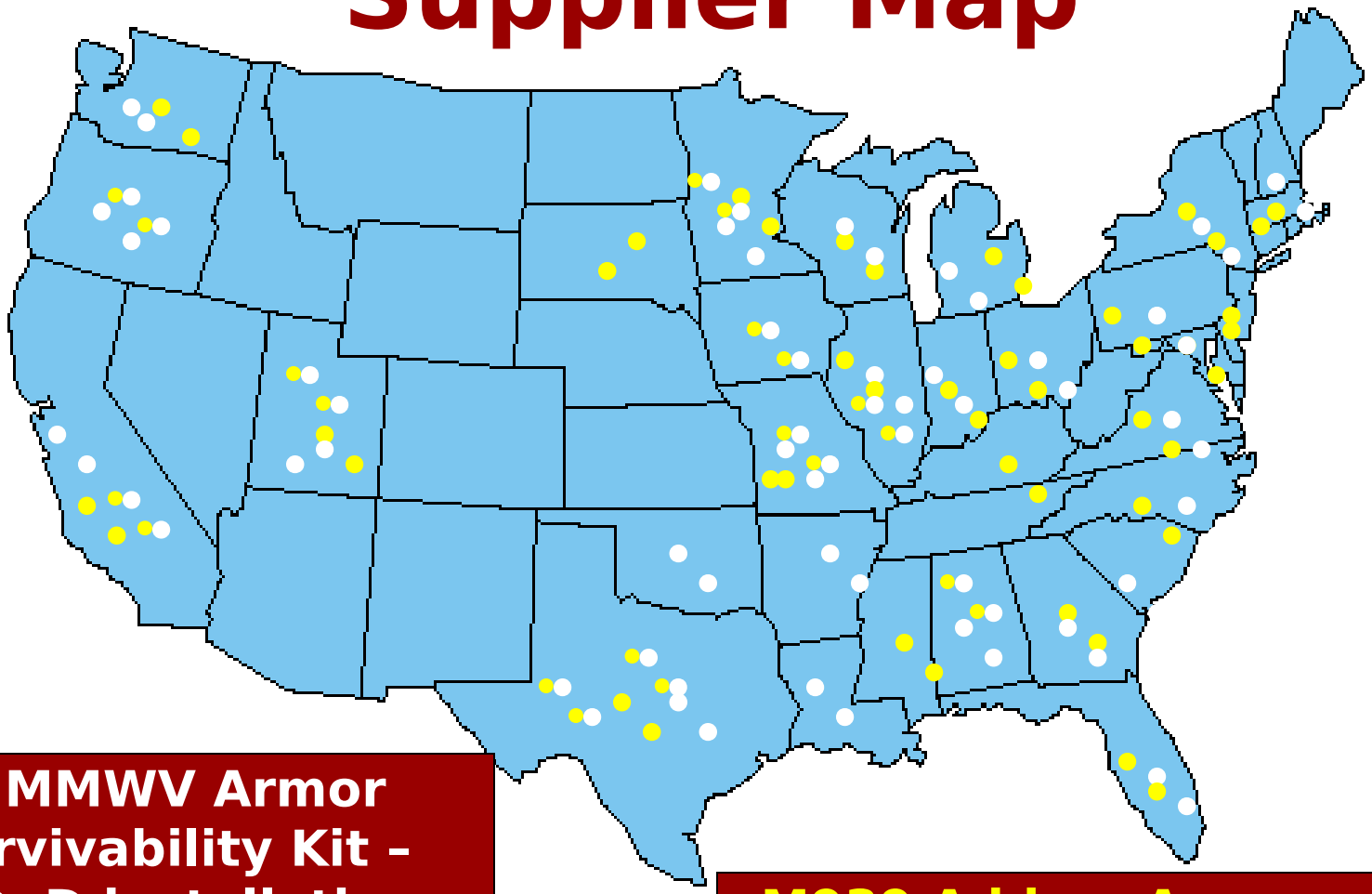
Enterprise Integration



Enterprise Opportunities for Industry

- **Armor programs**
  - **HMMWV AoA**
  - **M939/M969**
- **Outsourced capabilities**
  - **Laser cutting**
  - **Welding**
  - **Painting**
- **Outsourced parts**
  - **Standard hardware**
  - **Standard shop supplies (CARC paint, welding wire)**
- **Centrally procured**
  - **Armor steel/standard steel**
  - **Ballistic glass**

Supplier Map



HMMWV Armor Survivability Kit – 19 DoD installations 105 Suppliers in 25 states 3 countries

M939 Add on Armor - 158 Suppliers in 26 States

What the Enterprise Can Offer Industry

- Unique capabilities for your business
- Surge capabilities
- Capitalization cost avoidance
- Deployable resources
  - Skilled personnel
  - Equipment
- Business reforms
- Responsive and proven contract mechanisms
- Arsenal Support Program Initiative (ASPI)

Legislative and Financial Reforms

- **Authorization Bill 10 U.S.C. §4544**
  - **Consolidates/clarifies public-private partnership authority at arsenals/depots**
  - **Lacked a deposit of proceeds provision to reimburse working capital fund – fix pending**
- **DOD FMR change allows sites to**
  - **Enter into fixed price agreements**
  - **Enter into multi-year agreements**
  - **Price work using less than fully burdened rate under certain conditions**
  - **Accept private funding incrementally**

Enterprise Partnerships and Contract Mechanisms

- **Partnership Types**
  - **Direct Sales**
  - **Facility use**
  - **Subcontracting**
  - **Teaming**
  - **Workshare**
  - **Arsenal Support Program Initiative (ASPI)**
- **Partnership processes at the Enterprise level**
  - **Direct sales agreements**
  - **Basic ordering agreement**

Arsenal Support Program Initiative (ASPI)

- **What is ASPI?**
  - Congressionally mandated program to encourage commercial use of excess facilities at US Army Arsenals
- **Why should you be interested?**
  - Available industrial, warehouse and administrative facilities
  - Monies available to prepare for occupancy
    - Upgrade facilities – "build-to-suit"
    - Remove existing equipment
    - Install computer and phone lines
  - Competitive lease rates
  - State and local matching grants ava
- **Are there other benefits?**
  - Building and grounds maintained
  - Private police and fire protection
  - Access to MWR facilities
  - Security

Enterprise Partnerships

- 97 current partnering agreements
- Over $100M in value
- Industry benefits
  - Reduces capital expenditure
  - Provides available surge capability
- Army benefits
  - Maintains critical skills
  - Utilizes facility capacity
- Win/win

Realizing a unified Government/Industry base today!

Ground Systems Industrial Enterprise

U.S. Army TACOM
GROUND SYSTEMS INDUSTRIAL ENTERPRISE
Transforming the Industrial Base

ANNISTON ARMY DEPOT
WEAPONS ◆ COMBAT VEHICLES ◆ AMMUNITION

RED RIVER ARMY DEPOT
OUR BEST - NOTHING LESS

ROCK ISLAND ARSENAL

JOINT SYSTEMS MANUFACTURING CENTER
DEFENSE CONTRACT MANAGEMENT AGENCY
DEPARTMENT OF DEFENSE
LIMA, OH

SIERRA ARMY DEPOT
HERLONG, CA
PRIDE IN EXCELLENCE
Readiness Since 1942

WATERVLIET ARSENAL
1813

On Point for America

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